From: Tamar Evans <tamar@guardicore.com>
To: Gary Fegel <gary@fegel.com>
CC: Ehud Barak <ehbarak1@gmail.com>
Date: Wed, 12/9/2015 2:05:59 PM
Subject: Re: GuardiCore update

Alternatively we can do it @ 10 PM Israel time, Please advise if CC or face time?
Ehud, If the time suggested work with your schedule Pavel can meet you where convenient for you
Should it be "Face time".

Regards,

Tamar

On Wed, Dec 9, 2015 at 11:22 AM, Gary Fegel <gary@fegel.com> wrote:

> fine with me
>
> On 09. Dec .2015, at 09:32, Tamar Evans <tamar@guardicore.com> wrote:
>
> 7 PM Israel time works or later?
>
> Tamar
>
> On Wed, Dec 9, 2015 at 9:54 AM, Gary Fegel <gary@fegel.com> wrote:
>
> > Unfortunately not - how about Monday evening israel time?
> >
> > On Dec 8, 2015, at 19:54, ehbarak <ehbarak1@gmail.com> wrote:
> >
> >
> > Hi All
> > Probably Friday afternoon. Around 1630 Israeli Time?
> > Gary, does it work for you?
> > EB
> >
> > Sent from my iPhone
> >
> > On 8 Dec 2015, at 02:57, Tamar Evans <tamar@guardicore.com> wrote:
> >
> >
> > Gentlemen,
> >
> > Please suggest time slots that suit your schedule for the cc with Pavel.
> > And i will accommodate if possible, preferably morning hrs.
> >
> > Kind regards,
> >
> > Tamar
> >
> > 0544502280
> >
> > On Mon, Dec 7, 2015 at 11:04 AM, Pavel Gurvich
> > <pavel@guardicore.com> wrote:
> >
> > > Tamar will reach out later today to coordinate time.

Thanks,
Pavel

Pavel Gurvich,
CEO
US: +1 650 687-7387 | Israel: +972 54 572-1142
GuardiCore | @GuardiCore

On Mon, Dec 7, 2015 at 1:10 AM, Gary Fegel <gary@fegel.com> wrote:

> That's Pavel, let's set up a time for a confcall
>
> On Dec 6, 2015, at 18:56, Pavel Gurvich <pavel@guardicore.com> wrote:
>
> > Dear Ehud and Gary,
> >
> > I wanted to give you a short update on GuardiCore.
> >
> > - About a month ago we have made the first part (honeypot) of our data center security platform publicly available (no longer a Beta). Since then we got one purchase order (for $54k). This is an important milestone for the company. I hope to be able to close at least one more PO before the end of this year.
> > - Currently we have 10 active proof of concept installations with customers in different verticals in the US, EU and Israel, ranging from service providers (Microsoft Azure, AT&T, EE, Cellcom) to high-tech companies (Wix, Mellanox), health care providers (Austin Radiology) and government (IDF). We are working hard creating a funnel of new customers, including large financials.
> > - We are starting beta trials with the second part of the data center security platform (network visibility), which gets a strong customer pull.
> > - Over the course of the last few months we have expanded our senior management team:
> >   - Hired Sharon Besser - a seasoned VP of Product.
> >   - Herve Bourgeois - has joined as VP of Sales EMEA
> >   - Dave Burton took over the VP Marketing role from Dror Salee who now focuses on Business Development.

- We registered GuardiCore Inc, a US based company incorporated in Delaware.
- We are now 36 people (32 - Israel, 3 - US, 1 - France). Current burn rate is ~$450k / month. We have about $6.5M left in the bank.
- The Israeli Chief Scientists Office has approved an $800K grant for GuardiCore, which we intend to take (covering 12 month starting March 1, 2015).

I would love to get on a call with you to provide a deeper update on our progress when you have some time.

Kind regards,

Pavel Gurvich,
CEO
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GuardiCore | @GuardiCore

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Kind Regards,

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tamar@guardicore.com

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